

**CALIFORNIA TAX CREDIT ALLOCATION COMMITTEE**  
**Project Staff Report**  
**Tax-Exempt Bond Project**  
**April 28, 2021**

Sage at Folsom, located at 89 Scholar Way in Folsom, requested and is being recommended for a reservation of \$1,491,735 in annual federal tax credits and \$2,796,991 in total state tax credits to finance the new construction of 109 units of housing serving tenants with rents affordable to households earning 30-80% of area median income (AMI). The project will be developed by USA Multi-Family Development and will be located in Senate District 1 and Assembly District 6.

**Project Number** CA-21-443

**Project Name** Sage at Folsom  
**Site Address:** 89 Scholar Way  
 Folsom CA, 95630 County: Sacramento  
**Census Tract:** 85.10

<b>Tax Credit Amounts</b>	<b>Federal/Annual</b>	<b>State/Total</b>
Requested:	\$1,491,735	\$2,796,991
Recommended:	\$1,491,735	\$2,796,991

**Applicant Information**

**Applicant:** USA Properties Fund, Inc.  
**Contact:** Geoffrey C. Brown  
**Address:** 3200 Douglas Blvd., Suite 200  
 Roseville CA, 95661  
**Phone:** (916) 773-6060  
**Email:** gbrown@usapropfund.com

**General Partner(s) or Principal Owner(s):** USA Properties Fund, Inc.  
 Riverside Charitable Corporation

**General Partner Type:** Joint Venture

**Parent Company(ies):** USA Properties Fund, Inc.  
 Riverside Charitable Corporation

**Developer:** USA Multi-Family Development

**Investor/Consultant:** WNC & Associates

**Management Agent:** USA Multifamily Management, Inc.

**Project Information**

**Construction Type:** New Construction

**Total # Residential Buildings:** 2

**Total # of Units:** 110

**No. / % of Low Income Units:** 109 100.00%

**Federal Set-Aside Elected:** 40%/60% Average Income

**Federal Subsidy:** Tax-Exempt

**Bond Information**

Issuer: California Municipal Finance Agency  
 Expected Date of Issuance: October 15, 2021

**Information**

Housing Type: Non-Targeted  
 Geographic Area: Capital Region  
 TCAC Project Analyst: Nick White

**55-Year Use / Affordability**

<u>Aggregate Targeting Number of Units</u>	<u>Percentage of Affordable Units</u>
30% AMI: 11	10%
50% AMI: 61	56%
80% AMI: 37	34%

**Unit Mix**

110 1-Bedroom Units  
 110 Total Units

<u>Unit Type &amp; Number</u>	<u>2020 Rents Targeted % of Area Median Income</u>	<u>2020 Rents Actual % of Area Median Income</u>	<u>Proposed Rent (including utilities)</u>
11 1 Bedroom	30%	30%	\$486
61 1 Bedroom	50%	50%	\$810
37 1 Bedroom	80%	80%	\$1,296
1 1 Bedroom	Manager's Unit	Manager's Unit	\$0

**Project Cost Summary at Application**

Land and Acquisition	\$1,205,000
Construction Costs	\$18,376,885
Rehabilitation Costs	\$0
Construction Hard Cost Contingency	\$1,576,008
Soft Cost Contingency	\$134,577
Relocation	\$0
Architectural/Engineering	\$1,185,072
Const. Interest, Perm. Financing	\$1,887,855
Legal Fees	\$0
Reserves	\$265,367
Other Costs	\$3,260,819
Developer Fee	\$3,741,810
Commercial Costs	\$0
<b>Total</b>	<b>\$31,633,393</b>

**Residential**

Construction Cost Per Square Foot:	\$242
Per Unit Cost:	\$287,576
True Cash Per Unit Cost*:	\$269,810

<b>Construction Financing</b>		<b>Permanent Financing</b>	
<u>Source</u>	<u>Amount</u>	<u>Source</u>	<u>Amount</u>
Citibank, N.A. - Tax Exempt	\$15,875,000	Citibank, N.A. - Tax Exempt	\$10,330,000
Citibank, N.A. - Taxable Bridge Loan	\$4,000,000	City of Folsom Loan	\$3,500,000
City of Folsom Loan	\$3,500,000	NOI Prior to conversion	\$624,045
Deferred Costs	\$3,741,601	Deferred Developer Fee	\$1,954,337
Tax Credit Equity	\$3,045,002	Tax Credit Equity	\$15,225,011
		<b>TOTAL</b>	<b>\$31,633,393</b>

\*Less Fee Waivers, Seller Carryback Loans, and Deferred Developer Fee

**Determination of Credit Amount(s)**

Requested Eligible Basis:	\$28,687,208
130% High Cost Adjustment:	Yes
Applicable Fraction:	100.00%
Applicable Rate:	4.00%
Total Maximum Annual Federal Credit:	\$1,491,735
Total State Credit:	\$2,796,991
Approved Developer Fee (in Project Cost & Eligible Basis):	\$3,741,810
Investor/Consultant:	WNC & Associates
Federal Tax Credit Factor:	\$0.88000
State Tax Credit Factor:	\$0.75000

Except as allowed for projects basing cost on assumed third party debt, the “as if vacant” land value and the existing improvement value established at application for all projects, as well as the eligible basis amount derived from those values, shall not increase during all subsequent reviews including the placed in service review, for the purpose of determining the final award of Tax Credits. The sum of the third party debt encumbering the property may increase during subsequent reviews to reflect the

**Eligible Basis and Basis Limit**

Requested Unadjusted Eligible Basis:	\$28,687,208
Actual Eligible Basis:	\$28,687,208
Unadjusted Threshold Basis Limit:	\$35,308,790
Total Adjusted Threshold Basis Limit:	\$67,799,948

### **Adjustments to Basis Limit**

Local Development Impact Fees

95% of Upper Floor Units are Elevator-Serviced

55-Year Use/Affordability Restriction – 1% for Each 1% of Low-Income and Market Rate Units ar  
Income Targeted between 50% AMI & 36% AMI: 55%

55-Year Use/Affordability Restriction – 2% for Each 1% of Low-Income and Market Rate Units ar  
Income Targeted at 35% AMI or Below: 20%

### **Cost Analysis and Line Item Review**

Staff analysis of project costs to determine reasonableness found all fees to be within TCAC's underwriting guidelines and TCAC limitations. Annual operating expenses meet or exceed the minimum operating expenses established in the Regulations, and the project pro forma shows a positive cash flow from year one. Staff has calculated federal tax credits based on 4.00% of the qualified basis. Applicants are cautioned to consider the expected federal rate when negotiating with investors. TCAC's financial evaluation at project completion will determine the final allocation.

**Significant Information / Additional Conditions:** None.

**Resyndication and Resyndication Transfer Event:** None.

### **Standard Conditions**

If applicant is receiving tax-exempt bond financing from other than CalHFA, the applicant shall apply for a bond allocation from the California Debt Limit Allocation Committee's next scheduled meeting, if not previously granted an allocation; shall have received an allocation from CDLAC; and, shall issue bonds within time limits specified by CDLAC.

The applicant anticipates financing more than 50% of the project aggregate basis with tax-exempt bond proceeds as calculated by the project tax professional. Therefore, the federal credit reserved for this project will not count against the annual ceiling.

State tax credit recipients are limited to cash distributions from project operations pursuant to California Revenue and Taxation Code Section 12206(d). By accepting the tax credit reservation, the applicant/owner is agreeing to comply with the statutory limitations and requirements.

TCAC makes the preliminary reservation only for the project specified above in the form presented, and involving the parties referred to in the application. No changes in the development team or the project as presented will be permitted without the express approval of TCAC.

The applicant must pay TCAC a reservation fee calculated in accordance with regulation. Additionally, TCAC requires the project owner to pay a monitoring fee before issuance of tax forms.

As project costs are preliminary estimates only, staff recommends that a reservation be made in the amount of federal credit and state credit shown above on condition that the final project costs be supported by itemized lender approved costs and certified costs after the buildings are placed in service.

All unexpended funds in reserve accounts established for the project must remain with the project to be used for the benefit of the property and/or its residents, except for the portion of any accounts funded with deferred developer fees.

All fees charged to the project must be within TCAC limitations. Fees in excess of these limitations will not be considered when determining the amount of credit when the project is placed-in-service.

The applicant/owner shall be subject to underwriting criteria set forth in Section 10327 of the regulations through the final feasibility analysis performed by TCAC at placed-in-service.

Credit awards are contingent upon applicant's acceptance of any revised total project cost, qualified basis and tax credit amount determined by TCAC in its final feasibility analysis.

**CDLAC Additional Conditions**

The applicant/owner is required to comply with the CDLAC Resolution. At the time of the TCAC placed in service review, TCAC staff will verify that the project is in compliance with all applicable items of CDLAC Resolution Exhibit A.